Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

JANUARY — 1927

"INCREASE MORE AND MORE"

"But as touching brotherly love ye need not that I write unto you: for ye yourselves are taught of God to love one another. And indeed ye do it toward all the brethren which are in Macedonia: but we beseech you, brethren, that ye increase more and more: and that ye study to be quiet, and to do your own business, and to work with your own hands, as we commanded you: that ye may walk honestly toward them that are without, and that ye may have lack of nothing."—1 Thessalonians 4: 9-12.

THE apostle's command to the church at Thessalonica that the brethren there should increase more and more in brotherly love raises at once the question as to how this increase in love should be manifested. Would it be best increased by thinking thoughts of brotherly love toward them and letting it go at that, or by telling them of the love which exists in the heart, and letting the matter rest there, or should it go farther and manifest itself in deeds, and if so what kind of deeds?

The context seems to show the manner in which the apostle desired that love should increase more and more among the brethren at Thessalonica. It will be noticed that this command to increase more and more or, as the DIAGLOTT puts it, to abound more and more, is sandwiched in between encouragements to love the brethren and to work industriously; and it is a fair presumption that the apostle had in mind that the two should go together.

Anyway, that is the truth of it. Sentiments of love in the heart are better than nothing. Certainly they are better than reverse sentiments. And it is right to give expression to these sentiments, at proper times and places and in a proper manner. But the best possible expression of sentiments of brotherly love are those expressions that cost us something. And that brings us to the need for the opportunity for work, Christian work, as the best possible way to manifest real love both for the Lord and for his own.

The brethren at Thessalonica were forward in helping on the Lord's work (1 Thess. 1:1-8), but some of them needed encouragement to still greater activity. If the most they could do was to work

industriously at their occupations and devote their surplus to the spread of the truth, that would be acceptable to the Lord; but an increase in love toward the brethren was inseparably joined in the mind of the apostle with activity on their behalf.

Practical Fulfilment

Today there are brethren who are working with their own hands, making books, etc., so that others may be more directly engaged in the work of putting the truth into the hands of the people. But it might be added, also, that these same brethren will be found on Saturday afternoons and Sunday forenoons busily engaged in taking to the people, from door to door, the books which their hands have helped to make during the week. These brethren we think are fulfilling the command of the apostle to the church at Thessalonica in a very literal and very practical manner.

Watch the Time

Looking ahead to what 1927 might accomplish in the way of spreading the message of the truth is one of the advantageous methods of assuring success in the circulation of the message in printed form. What expectation we may have as to results for 1927 are largely based on the excellent results for 1926; for the increase of 1926 in itself lays a foundation upon which can be built the much greater work during 1927. As to just where to look for this increase is a problem for each worker. Each one may set for himself a personal quota as to what he or she will accomplish, and then aim to see that this amount of work is actually done during the coming year. However, each worker probably has during 1926 put in the full amount of time possible. Each worker has spent what he or she feels is the maximum of time. One thing is sure for 1927; and that is, that likely the same amount of time can be employed in the service, and probably the greatest increase then will depend upon the judicious use of the time available for field work. May we then suggest to you as a slogan for 1927, "Watch the time"?

Just where the most time can be saved each worker can probably concern himself with this as a problem. It may be in the amount of time employed in traveling to and from the territory; the amount of time employed at each call; the amount of time used in our going from one home to another; and, finally, the amount of time lost due to completing territory ahead of other workers and consequently waiting about for them. In each department then there might be room for improvement.

Limit the Time at Homes

From our observation of the number of sales made as compared to the number of calls, our conclusion must be that a great saving can be accomplished in the amount of time spent at the homes, by limiting this time to what is actually necessary in order to make the call, by avoiding entangling discussions, and by tactfully cutting short calls that tend towards discussion. Our work is mainly to place the literature in the homes of the people. Those who are interested in understanding the signs of the times will be more than anxious to make good use of the books. Those who are not going to buy are usually the ones who think that they should prove to you that you are wrong; and the discussion is mostly immaterial, irrelevant and inconsequential at any odds. Such arguments cannot be stopped abruptly; but

the worker can ask for a decision as to whether they are interested in the books or not and really have them close the call by saying that they do not intend to buy the books. Watching the time at calls will probably permit you to make a great many more calls than during the past year, and the number of sales that are made as depending upon the number of calls. The more calls made, the more sales, and the greater the number of homes in which literature can be placed.

Watching the time of the calls is the essential feature then, an element that will allow for a great increase in the circulation of the books during 1927. Watching the time seems to provide a field that will in turn produce greater results; and we trust that it will also produce a more direct and concentrated canvass that will bring the truth to the people in such a way as to impress upon them that the message of the truth itself is short, concise and to the point, much in keeping with the busy age in which we are living. It will be the workers and their conduct of the call, their managing of the call in fact, that will allow for 1927 having a great circulation. We urge that this point be considered at the workers' meetings; and that each worker bring to the attention of the other workers how they are finding themselves making better use of the time so that others might be benefited by the efforts of the other.

Cooperation on the Part of Workers

One of the other features that impress us as a field for saving time is the ending of work. It often occurs that on territory allotted for the afternoon work many of the people are out; and in consequence the worker has completed his work or his territory before the remainder of the canvassing party have completed their work. This entails a large amount of waiting around until the time the party is to start home. As well laid out as any territory may be for the canvassing party, the director cannot foresee how many people will be interviewed or how much of the worker's time they will consume. It depends upon the cooperation of the workers to watch this time and see that the entire afternoon set aside for the work is employed. If necessary, go over the territory, get in touch with a nearby worker, and arrange to alternate in canvassing the remaining houses in the other worker's territory. Or get in touch with the captain of the canvassing party for additional and new territory. But what we wish to emphasize is the necessity for close cooperation on the part of the workers. Again, workers must watch the time.

The Quota

In addition, then, to setting a quota for the number of books he will endeavor to sell, each worker should set a quota upon the number of people he will interview. We mean by this that if you start out on an afternoon carrying the number of books you intend to sell, you must have in mind a definite number of calls to be made. If the territory and the people prove especially interested you might sell all of your books quickly and in a less number of calls than you had anticipated. But under general circumstances it is found that a certain number of calls must be made; and for each worker to set the number of calls that he will make will pretty nearly assure the sale of a certain number of books. By the term "call", we do not simply mean a call at a house, but an opportunity to talk the truth; and the watching of your time at

each call will guarantee your reaching all of the homes you plan to reach.

We feel that 1927 will be one of the greatest years for the distribution of the message. There will, of course, be opportunity for extra work during the holidays, vacation periods, outings, camping parties, and other arrangements that the director will make. If these arrangements exceed what was done last year, then 1927 will surely be a greater year; but it can be made just that much greater by the workers watching the time and increasing the amount of calls that they can make within the time that they can give to the service.

Output Dependent on Calls

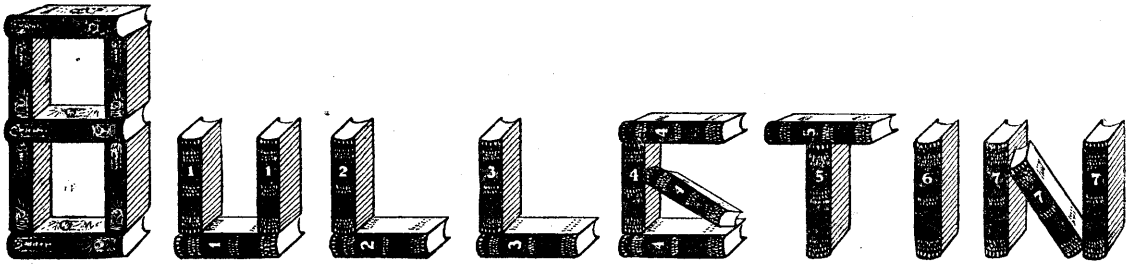
This feature of the work, i. e., the number of calls that can be made, is one that depends upon the workers to solve. We are attempting to point out the field that can be better developed, and we would like to be advised from time to time how you feel you are getting along with this work. Be assured of our interest in what you are attempting to do. Anticipating that there will be quite a response on the part of the workers in watching the time, in making more calls and consequently in placing more books, we are increasing the number of books to be turned out here at the factory in order to meet your demand. We at the factory will attempt to watch the time in order to see that you are well supplied with the books required and in order to get them to you. In fact, what the factory is doing is pretty well gaged by what the workers in the field are doing, and we anticipate an increase mainly by the workers watching the time.

Trusting that the summing up of the reports at the end of the year will show a marked progress in this regard, and knowing that the Lord will be well pleased with any such efforts to enlarge our capacities to meet this increase, we urge that all workers look to the increase during 1927 as depending upon watching the time. May the Lord bless you and increase your labors and your joy in the Lord and the blessings of his service,

With Christian greetings, we are

Your brethren in the service of our King,

Watch Tower Bible & Tract Society.
Service Dept.



JUNE 1, 1927

PROVOKE UNTO LOVE AND TO GOOD WORKS

"And let us consider one another, to provoke unto love and to good works."
—Hebrews 10: 24.

THE word provoke here used in the Greek is not the word which means to irritate or exasperate, or to provoke in an unpleasant sense, but has the significance of incitement and is better translated in the DIAGLOTT: "We should bear each other in mind for an incitement of love and good works."

Actually the word here is a noun, and not a verb at all, so that the real thought is not that we should provoke somebody else, but that we should ourselves be incited to action by what we see others do.

There is, of course, nothing wrong in inciting others to love and to good works. The SOCIETY has done much of this, and expects to do more, as opportunity provides; but that is not the sense of the text.

Lessons from Others

The main thought in the text is that each of us should look about us in the body of Christ and see there the sincerity, the love for the Lord and His truth and His people manifested by some of those whom we know; and that this should incite or inspire us to greater love and more abundant good works.

Heretofore some of the elders, and even some of the pilgrims and prominent ones at headquarters and elsewhere, have had the idea that what is specially required of them is to urge others forward to the selling of books; but as far as they themselves are concerned, they are excused and excusable.

No such meaning can be taken out of this text. The text means that we should attentively consider the faithful and courageous and zealous and loving disseminators of the truth, and should be incited by their example to renewed interest and activity in carrying out our consecration vows in the spreading of the truth.

Jesus Our Example

In effect the apostle was saying to the Hebrews, "Brethren, give a little consideration to your fellow members in the body and mark their course. You see some of them carrying out their consecration vows in a very faithful manner. Your observation of their course should have the same effect upon you."

The apostle, indeed, might have pointed to himself as a shining example of faithfulness

in both of these respects, love for God, and zeal and earnestness in the doing of His will. In some other passages of his writings the apostle has actually done this, as when he says, "Be ye followers of me, as I also am of Christ."—1 Corinthians 11:1; Philippians 3:17.

The apostle did not want anybody to follow him in any literal sense. He did not want personal followers. Christ was consumed with zeal for His Father's house. The apostle was a follower of Christ in that sense, and in the sense that he thus followed his Master he wished, properly, that the churches at Corinth and Philippi should follow his example, and faithfully make good the promises of entire devotion to the doing of God's will which they had made at the time of their consecration and anointing.

"As we have therefore opportunity, let us do good unto all men, especially unto them who are of the household of faith."—Galatians 6:10.

The Christian has something to give which none other can give. If he has the holy spirit in his heart, he is able to give comfort; and no other can give it as well. Notice how this is stated by the Apostle Paul in his letter to the Corinthians:

"Grace be to you, and peace, from God our Father, and from the Lord Jesus Christ. Blessed be God, even the Father of our Lord Jesus Christ, the Father of mercies, and the God of all comfort: who comforteth us in all our tribulation, that we may be able to comfort them which are in any trouble, by the comfort wherewith we ourselves are comforted of God. For as the sufferings of Christ abound in us, so our consolation also aboundeth by Christ. And whether we be afflicted, it is for your consolation and salvation, which is effectual in enduring the same sufferings which we also suffer: or whether we be comforted, it is for your consolation and salvation. And our hope of you is stedfast, knowing that as ye are partakers of the sufferings, so shall ye be also of the consolation."—2 Corinthians 1:2-7.

It is our business, inasmuch as we have the comforter dwelling within us, to spread this comfort as widely as we can. If our literature be examined it will be found to be brimming full of comfort for the people, comfort for the Jews, comfort all around. Not only is it comfort for the saints (although it is specially so for them) but it is comfort for everybody. Let us do our level best to give of it to all men as freely as we can.

METHODS OF WORK

We regret that the moving of the headquarters has occupied the efforts at Bethel so that the close touch with the field was not maintained. Anticipating that moving the machinery would stop production, efforts were concentrated upon the providing of books and booklets in such quantities as to insure to the workers a supply of literature. In this manner headquarters kept in close touch with the field in supplying your needs so that the moving would not interfere with the canvassing work. We do not think that the demand made upon our time in moving should interfere with the field work in any way, and we regret that the close contact established by means of the Bulletins should be interfered with for a time.

Increase Reported

The field has reported excellent results for the first six months of 1927; and we believe that, both from the standpoint of the number engaged in the work and from the distribution of literature, results show a proportionate increase that each worker's efforts contributed toward the great total increase. Every department of activity shows an increase. In the eastern section of the country and the far western part and the

southern section, however, there is a drop in the sales of complete sets of STUDIES IN THE SCRIPTURES. We are hoping that the enthusiasm that is partner to having a new book, DELIVERANCE, was not such as to have workers concentrate too much upon a single volume. There is a number of homes in which STUDIES IN THE SCRIPTURES have been placed; but by far the majority of the homes have not had STUDIES IN THE SCRIPTURES; and from those sections of the country which are pushing the STUDIES IN THE SCRIPTURES sales we are sure that greater results to the workers will be had if the workers concentrate on the eight-volume combination offer as they did last year, especially in the eastern and western sections.

Let the Sale Be Eight Volumes

The work last year saw the canvassing for the eight-volume combination well under way. The workers presented the eight volumes to those they canvassed, and no doubt many people who selected a booklet or the HARP BIBLE STUDY Course instead of buying the eight volumes did so merely to look into the literature and to make up their minds regarding the other seven volumes that were offered them. Take advantage of this, and see that the people still have opportunity of obtaining the full set of STUDIES IN THE SCRIPTURES. It is not likely that they will take the initiative and ask for the seven volumes. Rather will they take the alternative and buy the booklets you offer them instead.

Rendering

DELIVERANCE brings to the people a message of relief from bondage and oppression. Deliverance is good news to the people, but good news must be verified. It must be proven. There must be something to prompt the people themselves to establish the fact that the message of deliverance *is* true. STUDIES IN THE SCRIPTURES supplement the message of deliverance by providing the detailed information on the subjects that people are interested in. People who have been Presbyterians must needs have cleared up in their minds the doctrine of election, Methodists, of free grace; Baptists, that of baptism. The message of DELIVERANCE is what they have been yearning for, but these other points must also be cleared up so that the full benefit of the message may be had. STUDIES IN THE SCRIPTURES allow this. In fact, STUDIES IN THE SCRIPTURES deliberately discuss the small details that tend to perplex people. They place the literature in homes in a permanent form.

Prepare for Next Work

The single volume with a combination of booklets can be offered when the people decline to purchase the seven volumes of STUDIES IN THE SCRIPTURES. But the sale of the single volumes and the booklets has one object in view: To create an interest in STUDIES IN THE SCRIPTURES. Directors have reported that workers have sold over 150,000 copies of DELIVERANCE and the lecture series so far this year. In addition there are many thousands of booklets that have been placed. Territory that has been reached should find people ready for the STUDIES IN THE SCRIPTURES canvass; and workers will likely find that canvassing for the STUDIES IN THE SCRIPTURES and DELIVERANCE at $2.78 will not interfere with their selling combinations of DELIVERANCE and booklets. They will also find that canvassing exclusively for DELIVERANCE and the booklets will positively interfere with their placing the eight volumes in the home of the people, because the people cannot purchase what they do not know anything about. Homes where you have already placed the eight volumes can be approached with the DELIVERANCE and the canvass for a subscription to the GOLDEN AGE and THE WATCH TOWER, or a

combination of booklets, and likewise the homes that you have previously canvassed for the DELIVERANCE and booklets, can be approached with a canvass for the eight-volume combination of STUDIES IN THE SCRIPTURES and the HARP BIBLE STUDY Course. The full-page advertisements on the back of the GOLDEN AGE contain some ideas as to arguments upon which to build your canvass for the eight-volume combination.

Reaching the People

The many favorable reports that are being received regarding Sunday work indicate that there is a good field for activity yet to be developed. Letters we receive are of the tone of the following:

> For the past month we have been going out on Sunday mornings from nine to twelve. That is our service day. All the friends say they look for Sunday to come so they can go out in the service. There is a zealous brother in our class for his age. He is 81 years young, he says. Last Sunday, in three hours work, he sold three sets of volumes, including the HARP and DELIVERANCE, and thirteen small booklets.
>
> The reason why we go out on Sunday is that this is the only day when the brothers can go. So the class voted to go out on Sundays. The only thing we regret is that we did not start sooner.—FRED STEINBORN,—*Kokomo, Ind.*

This seems quite natural, especially in the rural districts. People have much time on their hands on Sunday. They have learned that the churches do not supply them with any real food on Sunday, and consequently they regard meetings held in the schoolhouse as but another church holding some sort of revival. That is the reason why we must go to the people with the message. Sunday generally finds the men near the house, and almost always finds the people with some ready money. Farmers have returned from market with some money, laborers have been paid at the close of the week, and sales can be more readily made. Sunday seems to be a very favorable time for the eight-volume combination offer. Your visit will have brought to the home a message that leaves them some joy and comfort. But there are other Sundays that workers will not call at the same home, and DELIVERANCE and SCRIPTURE STUDIES should be the silent counsellors during following Sundays.

Sales that Look Ahead

In the rural districts they have the longer and inactive days of the winter months and the message in permanent form is a way to occupy these long hours with some reading of lasting benefit. STUDIES IN THE SCRIPTURES and DELIVERANCE will be put into their bookcases, and will be referred to when people have little or nothing to do. It leaves the message in their homes in a permanent form. Of course, there will be times when only a sale of DELIVERANCE and the booklet combination can be made; and the opportunity should be taken to place whatever literature can be placed, even though it be but a single booklet. Booklets lie about and get torn; and after the cover is mutilated they are thrown away with other papers. Bound volumes are kept for future reference. We urge the workers to give some thought to placing in the hands of the people the eight-volume combination at $2.78. The next four months of the year are the most seasonable for canvassing. We trust that the joy that you have, which seems to be increased by the greater number of people that you talk with, will be the incentive for you to *watch your time* so that you might, during the next four months, call at a greater number of homes in the time that you can devote to the work.

With Christian greetings, we are

Your brethren in the service of our King,

WATCH TOWER BIBLE & TRACT SOCIETY.

BULLETIN

JULY 1, 1927

THE SPIRIT OF SERVICE

"And the spirit of Jehovah shall rest upon him, the spirit of wisdom and understanding, the spirit of counsel and might, the spirit of knowledge and of the fear of Jehovah: and shall make him of quick understanding in the fear of Jehovah."—Isa. 11:2, 3.

WE DO not need to remind readers of the Bulletin that the spirit of our Lord Jesus Christ is one of service. He is the Messenger (servant) of the Covenant: he is the Messenger (servant) of Jehovah. He said, "I am among you as he that serveth." He has fulfilled his promise to "come forth and serve" his people with the meat in due season. He has girded himself with the girdle of servitude, as represented in the white linen girdle worn by Aaron the high priest.

The text not only shows that our Lord Jesus Christ has the holy spirit of his Father and our Father, but it shows of what that holy spirit consists. It will be noted that the text says nothing of Jesus' sweet disposition. He did have such a disposition. All accounts reveal that fact. But one may have a sweet disposition and be of little or no service to the heavenly Father or to the cause with which he is identified.

Looking to Jehovah

The spirit which came upon our Lord Jesus is first of all a spirit of being willing to listen to his Father. This is indicated in every one of the five clauses of the text. He has the spirit of wisdom, knowing what to do; and he got it by revelation from his Father. He has the spirit of understanding. This is his own understanding of the knowledge he received from his Father; and as he is now and has always been perfect, his understanding of the Father's will is also perfect.

Our Lord has the spirit of counsel, or advice; that is to say, he not only is willing to receive counsel or advice from his Father, but prefers it to his own way, because he has found that the Father's way is the best of all ways. He has the spirit of knowledge. He wishes to know the Father's will and way; and from time to time the Father grants fresh additions to his store of knowledge. He has in his heart the fear of the Father, and this fear makes him of quick understanding. All of these things are in the text.

The Spirit of the Work

There is another thing in the text, too. It says of Jesus that he has the spirit of counsel and might, and it would be hard to think of a better definition of service than these two words. Jesus is willing, nay, eager, to receive counsel from the Father, in the Father's way; and then he is eager, too, to do with his might what the Father wishes done. He is an ideal servant.

There is a difference between working and working with might. To work with might means to be diligent in a work to get right after it with earnestness, industry and persistence.

Diligence in canvassing will bring its own results. Even the poorest canvasser, if diligent, will make a certain proportion of sales, and with experience, assistance and advice can improve the percentage. But diligence is the one thing that no one can impart to another. It is a personal matter. It is a practical application of the consecration vow.

How is it with us, brethren? Do we have all these things? To whatever extent we have the holy spirit we do have them. The holy spirit, briefly but accurately defined, is a spirit of wanting to know God's will and of doing the things he wishes done. We may get more of this spirit by asking for it. The Master promised this.

METHODS OF WORK

Letters such as the following are the most frequent kind that we are receiving:

> Finished canvassing Waupaca for the fourth time. Sold more books this time than any time previous. Praise the Lord!
>
> Thanking you for all favors,
>
> MRS. W. H. SPEARBRAKER.
>
> —*Clintonville, Wis.*

> Now it has been said by some that New Albany has been canvassed enough, and that it was impossible to do any more here. So we thought it might be well to try an experiment.
>
> The poorest territory was selected, that is, a poor class of people, people that one would think, judging by the surroundings were in no position to buy books. It was in the neighborhood of a Methodist church, whose D. D. has opposed the SOCIETY for years and warned his flock to beware of the truth. Now in a little less than three hours we placed 55 books and booklets. This proves to me we have just begun the work.
>
> M. H. HARP.—*New Albany, Ind.*

Last Work Prepared for Present

These letters forecast better than anything else what results are in store for the summer canvassing. The territory that was canvassed last year for STUDIES IN THE SCRIPTURES, sold a large amount of booklets. In most instances booklets are merely an opening wedge for the sale of the eight volumes. They enable people to become acquainted with the literature of the I. B. S. A. Booklets play an important part in preparing the territory for the next canvass.

This is one reason why we urge the workers to canvass for the eight-volume combination. If the territory is really prepared for this canvass, we are certain that great results are held in the territory; and we urge the workers to take advantage of the opportunity to place the literature in a permanent form in the people's homes.

The Radio Helping

Another influence that has been exerting its strength in favor of the eight-volume combination is the radio. It is almost impossible to determine just how far-flung is the reception of the various stations. WBBR is being well received in different territories; and in instances where the worker associates the literature that they have with the lectures that are given over the air, good results are obtained. Workers in the vicinity of New York use the sentence, "I represent Judge Rutherford, broadcasting from station WBBR." This association is necessary to identify you; and workers will find that it is an introduction that finds people already acquainted with you because they have heard the message.

The following is a report from a worker:

> In canvassing one of the better homes the lady came to the door and excused herself, saying that it was supper time. I apologized, and seeing the radio from the door asked if she ever heard Judge Rutherford over the radio. "Yes," she said. I told her I carried his book, DELIVERANCE. "Come in, please," she said, and ran to get the money. On showing her the set of STUDIES, she ordered that, too.
>
> This lady said that she thought Judge Rutherford told the truth in regard to the outcome of the troublous conditions in the world in harmony with the Bible, and

that she had longed for some of his books.

SRS. S. C. LASS AND JENNIE STEWART.
—*Fond du Lac, Wis.*

It becomes more apparent that a canvass must manifest quite quickly that the workers have a different message than the churches. Something to distinguish it must be brought to the attention of the people canvassed, something that makes them appreciate that you represent the message that they have been wanting to investigate for some time. The following letter is a suggestion along this line, though quite pointed in its remark. But it has the same effect as did the slogan, "millions now living will never die." Interest must be held from the beginning; and if you are identified with the movement you represent, interest is pretty well assured.

An instance where HARP cards were sent by mistake found the party very anxious for the book that would answer the questions. A suggestion: A group of names might be selected to which the cards or lectures might be sent, and then the party canvassed. Another suggestion: In bringing canvass to a close when party has not decided to purchase, say, "If you are interested in the churches you will not care for this book, but if you are not interested in the churches you will want it." Recent experience has shown this to be good. Some pass us by because they suppose that we are connected with the churches.

J. L. THAYER.—*Abilene, Kans.*

Introductions

It is along this line that mention of the radio station that is being picked up in the district quickly identifies you to the person called upon. Hence, if the radio station announced that this is WBBR, the Watchtower, or WORD the Watchtower, or some other station using the term I. B. S. A. or International Bible Students Association, workers will find it to their advantage to use such a phrase in identifying themselves to the person they are calling upon. Even in homes where radios are not installed some reference such as the following has been found advantageous:

I find that it pays to emphasize Judge Rutherford in the canvass as the friend of the people—a man who believes with all his heart that the Word of the Almighty is of greater consequence than all the theories of men you can stack up on ten acres; that he is one of the few men we have that is big enough to leave off his own opinions and call attention to the Word of Jehovah God; that he is recognized the world over as the greatest living Bible student, and hence the great demand for his books in thirty languages, which are now dropping off from a single new press at the rate of twenty-two per minute, etc.

—— ——.—*Ft. Lauderdale, Fla.*

Workers Only Could Serve

Since people generally are meeting with so much discouragement, and finding the churches of no help to them, they are naturally looking for the comfort that they must feel the Lord would bring to them. This, aside from the placing of literature, is the service that the canvass the worker gives really is to the people. An example is the ministry such as is related in the following letter:

The lady who answered my call was crying. I asked her if she was in distress, informing her that it was our mission to bind up the broken-hearted and comfort those that mourn. She invited me in, and between sobs told me her husband was in bed sick and had been for two months. And her three little children were crying for bread. The Sunday before she had a chance to work for $1.00 and did so to buy bread for her hungry babies. The morning I called her minister (Methodist) had been there; and because she had worked on Sunday he threatened to turn her out of the church.—For this reason she was crying.

I asked her when he worked for his money. She said, "Sunday." And she told me he had refused to work or serve

them until they paid him. When I told her he was a hypocrite and a servant of the Devil and had no right to condemn her for what he was doing himself, I soon had her laughing. After my canvass was over and I had placed in her hands the HARP OF GOD, the COMFORT FOR THE PEOPLE and the HELL booklet, I left her happy over the blessings for herself and her sick husband.

Upon visiting her two weeks later she told me she had ordered her name taken off the church book.

—*Lyman, Miss.*

Getting Preaching Heard

Sunday canvassing is providing almost a new field for service. Those who are working write of the many blessings they are having. The results in the homes reached with the truth are greater in comparison with those attending a public meeting on Sunday. The message is brought to the attention of a much larger number of people, and is left in the hands of the people in a very permanent form. Blessings await those who have not engaged in this service, and the summer months offer an excellent opportunity for such work. Testimony meetings following holiday canvassing parties that allow for picnic lunch and a testimony meeting or study at the end of the day is a means of refreshment better fitting one for the duties of the week. The following is a letter that tells of these blessings which are held in store for all workers. We trust that you will soon be sharing the joy that is in this work:

> It will be necessary for me to do my canvassing in the evenings, Saturday afternoons and some on Sunday mornings. By past experiences I have learned that the best way for me to get out into the service work is to make a positive decision in my mind to devote a certain amount of hours per week to the kingdom work and then put forth an honest effort to put that decision into action; and the Lord will invariably bless the efforts.
>
> I have been very timid about Sunday canvassing; but after reading in the Bulletins from time to time about the experiences and blessings of others in Sunday work, I determined to try it this Sunday morning. So I jumped into the Ford with a supply of books and booklets, forty-two in all, and went out a few miles into a rural section among farmers, etc. In a few hours I had disposed of all the books I had. The places being quite scattered, I made only seven calls, and sold at every one. In all I placed one full set of seven, three DELIVERANCE, one HARP, two TALKING WITH THE DEAD, one MILLIONS book, five COMFORT, five STANDARD, five DESIRABLE GOVERNMENT, five HELL, five LORD'S RETURN, four DISTRESS and five Zg's. Needless to say, I came home rejoicing. At practically every place they simply drank in what I had to say, and then took the books without any questioning. To the Lord belong all credit and praise. Naturally I am not a salesman, but I do rejoice in this wonderful work.
>
> A. K. SMOKER.—*Hazleton, Pa.*

When Calling Again

With increased opportunities for service with each re-canvassing of territory holding for the workers better results, with the people that workers are calling upon already having a knowledge of the message, workers can by watching the time bring the new message and further literature to the people to a greater extent than heretofore. The better the conditions and the increased number of calls will, no doubt, show favorable results in each worker's finding that he is making more individual sales than heretofore, placing more complete sets of STUDIES IN THE SCRIPTURES, at $2.78.

With Christian greetings, we are

WATCH TOWER BIBLE & TRACT SOCIETY.

BULLETIN

AUGUST 1, 1927

PREACHING THE GOSPEL OF THE KINGDOM

"And this gospel of the kingdom shall be preached in all the world for a witness unto all nations: and then shall the end come."—Matthew 24:14.

There was a time, not so long ago, when many of us had a great deal of interest in this text; but it was principally in the latter part of it. We magnified the end of the age, looked upon it as the end of our earthly lives, and made it, in a sense, our objective.

Now we see that this was a wrong view. To be sure, it is still the privilege of the Lord's people to anticipate the happy time when they shall be with the Lord in glory; but those who are participating in their present privileges of service cannot imagine themselves as being much happier anywhere than they are right here and now, in the midst of their enemies.

Deliverance

There is a deliverance coming, a deliverance from human weakness and illness; but we cannot be sure that this was what the Lord meant, or at least all that he meant when he said, "When these things begin to come to pass, then look up, and lift up your heads [and rejoice]; for your redemption draweth nigh."

Our Lord may have meant, and we think he did mean, a very considerable measure of deliverance here and now. Those who go out in the service of the King of kings are impressed more and more with the evidences that the robe of righteousness is about them, that they belong to the Lord, that he is guiding their feet, and that no evil can befall them while they are doing the thing that he wants them to do.

The Message the Witness

At this time we are getting a new view of the meaning of this text. To preach the gospel of the kingdom for a witness to all nations does not mean to give a little formal or perfunctory notice of the coming reign of righteousness, but it means to stand forth and in stentorian tones tell the whole world over and over again that the reign of God's Anointed has begun.

This is the most thrilling and the most happifying job that has ever been given to any people in the world. If anything, it is a greater honor than came to the angel Gabriel when he announced the birth of the Savior; for the birth of the Holy One was merely one of the many steps leading upward and onward to the blessed day in which we stand.

Each Canvass Teaches

But it is a job that requires work, real work, and plenty of it, if we are to do the thing that is to be done. The world is not going to sense the force of our message by merely having one statement of it made to them. All good teaching is a matter of constant repetition, not of the same words, but of the same ideas, not necessarily by the same teachers but by whatever means is available.

The only way of preaching that existed in apostolic times was to go laboriously about from place to place, by the little sailboats then in use, or else afoot; for it was rarely that any could afford to travel by other means, and there were no conveniences of travel worth mentioning. And on arrival at destination it was necessary to get a company of persons together and talk to them, or else to talk to them from house to house. There was also a method of instruction by epistles, but there was almost no mail service, and hence this method could be used but rarely.

Getting a Hearing

Look at the situation which we have today! Some who are really in earnest in this matter of preaching the gospel of the kingdom find ways to travel as much as 100 miles to their canvassing territory and get to work by eight o'clock in the morning. The railway and the automobile are available to almost everybody. Scattered districts can be reached easily which were only a few years ago almost inaccessible. Concrete roads, upon which the workers can fly as on the wings of the wind, run hither and thither in every direction.

On arrival at the scene of action it is no longer necessary to hunt around for a few dozen people to whom the message may be told, and then to tell it orally. That day has passed. People have largely lost interest in such antiquated forms of instruction. What they want today is something modern, and we have just that.

Now when a worker goes into a territory to tell about the message of the kingdom he finds that his message has gone before him. It has penetrated the walls of the homes. The people have been "tuning in". Many of them are ready for the message. They know something about it. The kingdom work is bearing its fruit.

After the Visit

And when the worker would leave something with the people that they will not forget, some witness that will be worth while, he can place in their hands for very little money the grandest messages that ever were heard by human ears or seen by human eyes. The various books, turned out by the million at the most up to date printing plant in the country, all present the gospel of the kingdom, some from this angle and some from that, but all together making a most glorious witness for the truth, and a witness that will some day be remembered.

Always New Hearers

It is our business to preach the gospel of the kingdom for a witness, and not to concern ourselves about anything else than doing a good job at it. And it is not for us to say when a town has had a sufficient witness. Numerous evidences are at hand to show that the more often and more thoroughly a town has been worked, the more valuable it is as a place in which to give further witness of the kingdom.

Reached Before But Yet Hungry

An idea of what may be done was afforded recently in a town which boasts a population of 215 souls. A brother visited the town, made 57 calls and sold 205 books, and expects that at least as many more can be placed there in the near future.

In two instances recently the same streets have been recanvassed within a few days of each other, and as many books sold on the second occasion as on the first. In one of these instances it was not even ascertained that the street had been recanvassed until the workers got together and compared notes. The ground has only been scratched. The work of preaching the gospel of the kingdom for a witness to all nations is only nicely getting under way. The Lord has still a great work for his people to do. And the end will not come until the work is done.

I. B. S. A. Week—Aug. 28-Sept. 5

I. B. S. A. Week is primarily for witnessing to the people the message of the kingdom. It will be worthy of having been set aside only in the measure with which it succeeds in a wide distribution of the message in printed form. That this may be accomplished, it will be necessary for the message to be taken to the people. The experience of past years has manifested that the people are eager for the message at this time; and it is also being demonstrated that few are interested enough to attend public meetings. Probably people have come to think that all activities along religious lines are more or less the same, and that they desire something better than ordinarily given them at the churches. They do not know to whom to go.

World's Message Delivered

Each one in present truth can probably sympathize with these people; but the service in connection with bringing this message of the truth to them is not of such nature as to bless only those to whom the message is brought. Rather, the one who brings the message is blest in some way with the joy that is the part of each individual with whom he talks; and it is this joy that is his strength. In the belief, then, that the witness in order to be widespread must be brought to the people themselves, I. B. S. A. Week is set aside as a week for canvassing only. Instead of having large public meetings or setting aside a topic to be used throughout the world as a topic of the lecture from the public platform, one message will be taken to the people; and each one will have an opportunity of taking them the message. The message is in book form—DELIVERANCE. It brings to the people the message of deliverance and with a set of STUDIES IN THE SCRIPTURES enables the people to prove that deliverance is true.

Back Message Up

Instead of the world-wide topic, then, each one can have as the spirit of his work that of going to the people with the message, and let that message be: "Deliverance—prove it is true with STUDIES IN THE SCRIPTURES." We urge that during I. B. S. A. Week all meetings be dispensed with; and that the entire week be devoted to the work of witnessing by going to the people with the message in printed form, beginning Sunday, August 28th, and continuing the work each day of the week, and ending I. B. S. A. Week with a tremendous message that can employ three holidays, Saturday, Sunday and Labor Day, in going to the people with the message of truth. Some idea of the extent to which a concerted effort of this sort will lead can be gained by estimating that each worker will call upon thirty homes the first Sunday and thirty homes each of Saturday, Sunday and Monday following. Multiplying this number of homes by the number in the class will approximate the number of those that will be witnessed to with the message of the kingdom. Compare then this work with the result of holding a public meeting that will bring out a few strangers and a great number of those who have attended meetings in the past.

Plans Will Include All

We have urged the directors to take pains to plan the work so as to reach the outlying territory first, leaving the medium-sized towns for the final work of the week, and leaving city territory for work during the rainy days that might interfere with rural and with other work during the week—work that will allow for the gathering of all who are engaged in the service during the noon hour and at supper time. Arrangements that will permit those who are engaged in secular work to participate in work in the territory during the evenings. This is the sort of activity that should be marked throughout I. B. S. A. Week. If during the week you cannot engage in the service every day, take advantage of the opportunities that will allow you to call upon those who have followed the lecture series. Make as many back calls as you can, and offer them the set of STUDIES IN THE SCRIPTURES. Try to take advantage of every bit of time that opportunity will allow. Such efforts will make the witness during I. B. S. A. Week a distinctive one and a great one.

8 Books the Week's Canvass

In stressing the canvass for the set of eight volumes for $2.78, we do not wish to intimate that no other offer should be made; but what we wish to emphasize is that this canvass should be the principal canvass of the day. If people do not care for the eight-volume combination, then a combination of a book and booklets should be offered at a dollar, or DELIVERANCE and the HARP can be offered as a combination, or a combination of six or three booklets, or, as a last resort, just one booklet. Work that distributes booklets plays an important part in preparing territory for the next work that will be undertaken in the territory; and though the primary work of each canvass is to place the eight-volume combination at $2.78, yet every effort should be made to see to it that the work you are doing in the territory will make a subsequent canvass more effective than the one you are at present engaged in might be found to be.

The World to Be Reached

During I. B. S. A. Week you can be sure that at practically all times of each day during the whole week there will be co-laborers with you engaged in the service. Throughout the whole world that week a great witness will be in progress—the distribution of a message that will leave more than a hearing, the truth in permanent form to be used by the people to comfort and help them as they try to come to a better understanding of the Lord and his Word. With such concerted effort throughout the world we can be sure that the Lord's blessing will be ever in evidence and that the joy of the Lord will be your strength and your encouragement as you witness for the King and his kingdom.

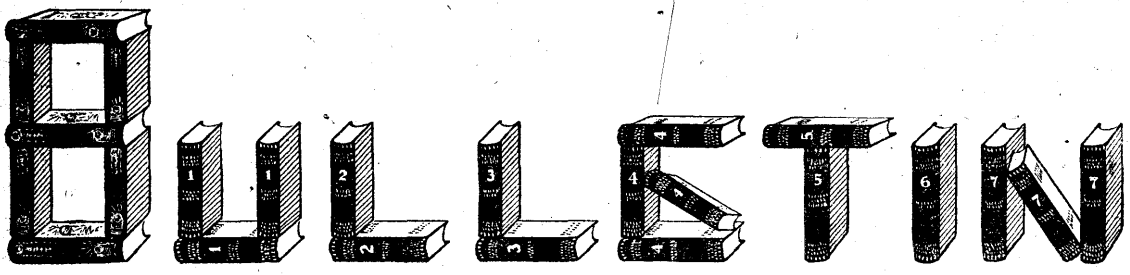
With Christian greetings, we are

Watch Tower Bible & Tract Society

I. B. S. A. WEEK, AUGUST 28-SEPTEMBER 5

ALL DAY WITNESS

SUNDAY AUG. 28 - SAT. SUN. MON. SEPT. 3-4-5



September 1, 1927

THE DETERMINATION TO KEEP ON KEEPING ON

"Are not ye my work in the Lord? If I be not an apostle unto others, yet doubtless I am to you: for the seal of mine apostleship are ye in the Lord. Mine answer to them that do examine me is this: Have we not power to eat and drink? Have we not power to lead about a sister, a wife, as well as other apostles, and as the brethren of the Lord, and Cephas? Or I only and Barnabas, have not we power to forbear working?"—1 Corinthians 9: 1-5.

IN THIS text the apostle was giving the church at Corinth some pretty plain talk, and some suggestions for their own welfare, that are not hidden very deeply beneath the surface.

It seems that, like everybody of a worldly mind and like most professed Christians, the Corinthian brethren were inclined to think that if they did what everybody else did and lived in the way everybody else lived, that would be about the right thing and all that could be reasonably expected of them. They would be measuring up to the general standard.

There is nothing new about that idea. That is one of the Devil's pet schemes for getting God's people to let up a little, at least, on the work which they are doing of breaking down his empire, or witnessing against it. It grieves him to have his kingdom disturbed.

The Devil has two general lines of attack. One is to make it so hot for those who are active against him that they will be fearful to go on, and the other is to make some other path look much more reasonable and sensible and natural to follow.

The apostle's argument is that anybody can accumulate good things to eat and drink, anybody can get some kind of home together, almost anybody can get married, etc.; but because some of the Corinthian brethren were talking about him behind his back, and he wanted to help them to be as loyal and zealous for the Lord and for His truth as he himself was, he took occasion to tell them a few things.

Long before he got to Corinth Paul could have stopped his strenuous life of making tents in the day and preaching the gospel at night; but if he had done so, how would his critics have gotten the truth? He could have concluded that he had "done his share" and married and "settled down" and thenceforth done just enough to keep the other brethren from criticising him and saying he had gone out of the truth.

But the apostle was a different type of man. He was really consecrated to the Lord, using all his powers to the glory of the Lord's name, and setting a splendid example to the Corinthians and to us to slack not our hands in the doing of what the Lord has given us to do.

At no time did the apostle slack his hand. His whole life was one of zeal and loyalty, spreading the gospel of the kingdom. He sacrificed all that he had, and all that any man would hold dear, in order that he might extend the good news to earth's remotest bounds. He had no slack season. He "kept on keeping on" every month in the year, and every day, as far as he could arrange his affairs to do so.

METHODS OF WORK

In a great measure the end of August sees the completion of summer work. We anticipate that September will see a slacking up of the work insofar as the amount of time that each worker can devote to the service is concerned. Yet it is a fact that not only does the month of September show a decrease over the work of the summer months but it is one of the months that show the lowest point of activity throughout the year. This in a measure can be arrested. Pressing household duties do not allow as much time for service, yet there are opportunities that allow for an hour or two hours' work during the week. By this we mean times during the week when an hour or two is available; and if arrangements are such as to permit, workers can devote that time to service. We have asked directors to set aside territory that can be easily reached by the workers and to set it aside so that a party of workers can canvass the territory as a working party. But this needs the cooperation of the workers; and we urge all who are engaging in the service to note to what extent they individually can keep the work during September more as it ought to be insofar as time devoted to the work is concerned.

Time for Year Report

September is the last month of the fiscal year of the Society, and we would like to see September keep pace with the other months of the year. The year 1927 has seen a slow-up in the amount of sets sold. In this branch of the work particularly there is much room for improvement. The work of the summer has placed a number of booklets and combinations and these have worked in preparing territory for the placing of the set of volumes. It is generally after people hear of the truth that they wish all the help that they can get; and in city territory that has, during the summer, been canvassed with combinations of booklets there is an excellent field for the placing of sets of *Studies in the Scriptures.*

Reaches People Who Are Hurrying

Making up time by employing methods such as described in the following letter is the sort of work we are recommending workers to give particular attention to during the following month:

On account of being quite lame I cannot go out in the work much; so most of my canvassing is done right here at home, mostly at the well where passers-by stop for water for their horses, cars, etc. Since deciding to canvass for the set of ten, here is my record: I have canvassed five persons. One had no money and did not buy, but wanted to. Two bought *Deliverance,* saying that they would take the set of ten later. Two bought the set of ten. I found to my surprise and delight they buy the set of ten for $3.70 more quickly than they ever took the set of eight or nine. One can figure quickly by ten, especially when the price ends in a cypher. As soon as I tell the price, everyone says, "Why, only 37 cents a book! That's very cheap," etc. And they look at me as if they think I am surely making a mistake in stating the price.

I canvass rapidly, because when people stop they want to get their water and hurry on. So I have had to cut my canvass as short as possible. Very often they sit down on the well platform and stay an hour after I have aroused their interest.

MRS. RICHARD SHAW.—*Clay Center, Kans.*

Nearby Prospects

The month of September brings a close to vacations in business and consequently reduces the time; but yet there are opportunities for service and occasions when books can be placed that might in all probability have been overlooked for some time, for instance such as described in the following letter:

I thought I would endeavor to spread the message at the office; but whom should I canvass? I could not canvass some, because it would be like casting precious things in the mire; so I started with the prominent members of the concern. As the result the Lord permitted me to place a set of seven volumes and the *Deliverance* with the president, two vice presidents, chief engineer, pattern foreman, foundry superintendent, storekeeper, and a young lady in the office who was trying to revive the interest of a congregation that was growing "cold".

The one vice president was or is a very "good" Lutheran; and in the four years I had been working for him most of my work was for the church, as he was president of almost every society and branch of work connected with the church. I tried every way to bring in a discussion along the lines of the truth, but failed, until this drive week, when he said he would take a set for his son who was studying to become a Lutheran minister. I believe he is just starting out giving discourses.

It was my privilege to be called back to the office last week to help out for two days; and when this vice president came in and saw me at my desk he said, "Before I forget, can you get me another set of those books? I want to give them away for a Christmas present." I assured him very willingly I could and would bring them the next time I came. Later on I wondered whose name I should put on the worker's slip, so I went into his office to ask him. Here is the name he gave me: Rev. —— ——, Elizabeth, N. J.

AMANDA LEARY.—*Buffalo, N. Y.*

Combinations Include Sets

Again we wish to emphasize that the method of work that needs attention in making up is the sale of sets of *Studies in the Scriptures,* and that it is the canvassing of territory that has already been reached that accomplishes this. Probably some suggestion as that contained in

the following letter will enable you to sell sets easier. It is the set of *Studies in the Scriptures* that we wish placed, whether in combination with or separate from the *Harp* or *Deliverance*.

I will just say lately I have been canvassing for the set of ten, all at once: *Harp, Deliverance,* the *Seven Volumes* and *Comfort for the Jews*, offering the full set of ten for $3.70. Then I drop down. I decided that if we expect much of the Lord, he will give us much; and I tried this three times, sold all ten once, nine once and *Harp* and *Deliverance* once. I can put in only about one hour or half an hour at a time. The three times mentioned above were these short periods I could put into the service. I was surprised to see that offering the full set of ten did not scare prospects at all, but seemed to fill them with a desire to want all of them. I can canvass for the set of ten in seven minutes and include an introduction to the Jew book, too. Then one can drop down to the booklets, as usual. MRS. RICHARD SHAW.—*Kans.*

Words Millions Hear Weekly

We receive quite a number of letters such as the following; and noting from them how nearly the worker came to losing the sale, we are prompted to urge again the mention of the Brother Rutherford or the radio or both in connection with canvasses. It has been the custom for some years to introduce yourself by saying, "I am calling upon Christian people in this vicinity." We urge that workers consider a a change by saying, "I represent Judge Rutherford, broadcasting over Station WBBR," or, "I represent Watchtower, broadcasting over Station WORD", or substituting the call letters of the station that serves the territory in which you are canvassing. If people can establish the identity of the person who is calling upon them, whom they represent and what they stand for, they will more quickly show their interest in that which you are representing; and if from the beginning of your canvass you can talk with them on equal grounds, you are more assured of a sale. Note that again it was the set of *Studies* that was placed.

On the fourth of July we placed more books than on most other days. We used to think that those days (holidays) were an inopportune time to approach people, but now we see that it was just imagination. We continue to meet people who enjoy the radio programs of the I. B. S. A. One lady whom I canvassed on the Canadian border was looking favorably at the set. Toward the latter part of my remarks I mentioned that the radio connects the programs with the *Deliverance book.* She then said, "Come right in. Those are the programs we have been enjoying this winter. My husband was thinking of sending for that book." She bought a set of eight and thanked me for calling.

A few blocks away another lady said she enjoyed the "drama" representing several in a country store. Yesterday I canvassed a man in a town near here, mentioning the radio. At first he did not know whether he had heard it or not, but invited me in. On his record card of stations received he had WBBR marked down twice and WORD once. I called this to his attention and he said, "Oh, yes, the Watchtower station! I hear that often." He bought a *Deliverance* without any further questions. Another lady bought a *Deliverance* because of having heard the programs over one of her neighbor's radio sets. She appreciated them very much. Many others made similar statements. Of all those who said they heard the station, not one made an unfavorable comment.

GILBERT SMITH.—*St. Albans, Vt.*

Radio Friends

The influence of the radio can hardly be measured adequately; and since it is awakening interest we urge workers to take advantage of that interest, for where the radio has awakened interest to read it is an essential part of our work to supply that interest with the books and booklets that people want:

This noon I was delivering a booklet to a colored woman who lived near the railroad. I went to her back door and gave her the book. An engine was standing on the track nearby. The engineer and the fireman called to me, asking what I had. I had only a *Hell* and a *Lord's Return* booklet in my hand; but I answered, "Bible books." They asked the price and, when I told them, said to bring them over. One of the men climbed down and gave me the money for the two booklets. He asked if these were Christian Science or Adventist books; and I told him, "No, International Bible Students Association." But this did not seem to be familiar, so I asked him if he had ever heard Judge Rutherford, or Station WORD. He brightened up and said, "Yes." He was much pleased. I was very sorry I did not have more books with me; but as they were all ready to back up I did not have time to return to the street and get some more books from my car.

JOSEPHINE V. HERBERT.—*Beloit, Wis.*

Getting in from Cold Weather

The following letter makes a recommendation that is worth taking advantage of by all workers in order that you may be known by your work. Canvassing will be more difficult as the weather becomes colder and as the stormy period of the year is more prevalent throughout the country. The introduction that you are representing a radio station or the Watchtower broadcasting over a radio will readily gain for you admittance to the house when you are not able to stand on a doorstep or remain out in the cold. Workers should make an endeavor to gain admittance to homes, as this will materially assist the work during the coming winter and especially Saturday and Sunday.

Just a few lines regarding canvassing large apartment houses. I have as a rule done better in them than in the usual run of city houses. In the latter the lady of the house is often upstairs and opens the window and calls below, thus making it necessary to talk with bended neck to the regions above. In the apartment houses the lady or man usually comes to the door and, seeming to feel a freedom from the neighbor's gaze, is usually more inclined to talk. Apartment houses are warm in winter, cool in summer, and dry on rainy days. In fact, in winter I usually save them for stormy and extremely cold weather.

About entering: If the door is unlocked just walk right in as you would if you were calling on a friend, asking no questions and walking to the top floor and working down. This is better than working up as, after gaining your breath, it is easy to walk down without hesitation. Then, too, if one starts on the first floor he is apt to meet the superintendent in his apartment, in which case all is ended. If the door is locked, press one of the middle bell-buttons and then another till door opens. Never press a top or bottom button till the last, as you may ring the superintendent's bell. Sometimes buttons are reversed, so that the top one rings the superintendent's bell. If no bell is answered, wait a few minutes and likely some tenant may enter or leave, in which case it is easy to slip in. If you should happen to be accosted by the superintendent, just take it as a matter of course, canvass him. and ask for permission to go through the house.

Another advantage in apartments is that there are usually from four to eight on a floor, so that all one has to do is to swing on the heel, take a few steps, and the next door is reached. Do not forget the superintendent or janitor after canvassing the tenants. Frequently they buy the books. I always look for them even if their rooms are in the basement.

Of course, in the ultra-fashionable apartment houses, where a page meets the caller at the door, there may be some difficulty. In these cases ask for the superintendent (never the "janitor"), canvass him and ask for permission to go through. He may at least allow us to ride up the back way and canvass at the servants' quarters on the way down.

Thus it is seen that while it is our privilege and duty to canvass all, there is no real reason to feel timid about entering apartment houses. With a little more trust in the Lord and a little less fear of man, which bringeth a snare, much can be accomplished. The worst that may happen is that we may be politely asked to desist, in which case, after having done all, we gracefully bow to the will of the Lord.

H. W. STACKHOUSE.—*Brooklyn, N. Y.*

Resolution Distribution

October has been set aside for the distribution of the Resolution passed at Toronto and the lecture that was broadcast in the nation-wide hookup. The September 15th *Watch Tower* has announced the publication of this message in booklet form to be sold to the public at five cents each. The Letter of Instructions to Directors has outlined the procedure to be followed in this distribution. The campaign is to be started Saturday, October 1st, and pushed strenuously during the entire month of October. A canvass will be necessary in order to place the booklet. Many interested listeners will be found who heard the lecture over the radio. Many of these will want Judge Rutherford's books. Therefore we urge a special canvass during the month of October for the dollar combination which will place the *Harp of God, Deliverance, Restoration* and *Desirable Government* or *Where are the Dead.*

We have asked directors to assign workers to the same territory they have canvassed early in the year. You will likely remember what was placed in the way of books and booklets in the different homes you canvassed. As you come with the booklet, *Freedom for the Peoples,* to a home in which you have placed other books, offer to the occupants of the house the set of *Studies in the Scriptures.* If you know that they have all of the books that are published by the Society, offer a copy of the book, *Restoration. Restoration* is *Comfort for the Jews* in a different cover, making it suitable for Gentiles.

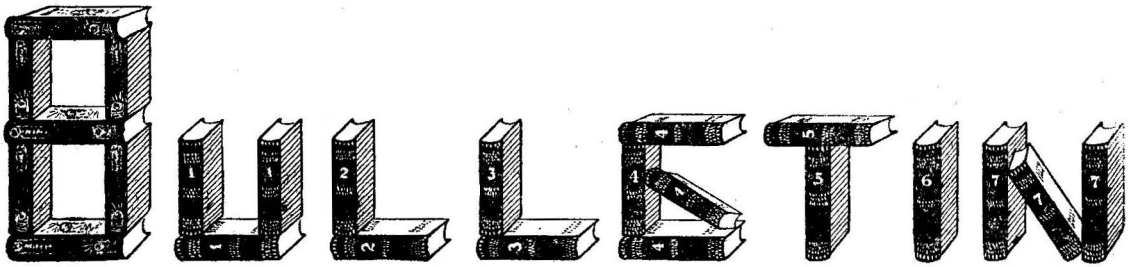
The work during October should be done in a quick and rapid fashion. The message, *Freedom for the Peoples,* is the principal work. It is to be distributed widely. This booklet is to be placed in the hands of as many people as possible. The rural districts are a most promising field; for the winter months will find the farmers with much time on their hands for reading and studying the message. We have recommended to directors that they plan as many drives as possible for short-period drives in the rural sctions so that this territory may be reached while the good weather continues and then complete the work by following up activities in the larger towns. The work will be urgent and pressing, and since interest is maintained in proportion to the up-to-date-ness of the message, a quick distribution of the booklet, *Freedom for the Peoples* should be pushed as strenuously as possible, so as not to be too long after the radio hookup, and particularly while the general trend of the message is still in the minds of the people.

Keep in close touch with the director. Obtain assignments of territory for an hour's or half an hour's work when such amounts of time are available. We urge that you cooperate closely so that this message will be distributed as widely and as completely as possible.

Assuring you of our continued interest and with Christian greetings, we are

Your brethren in the service of our King,

Watch Tower Bible & Tract Society.



October 1, 1927

"ALWAYS ABOUNDING IN THE WORK OF THE LORD"

"Therefore, my beloved brethren, be ye stedfast, unmoveable, always abounding in the work of the Lord, forasmuch as ye know thatyour labor is not in vain in the Lord."—1 Corinthians 15: 58.

THE classes all over the country, with possibly once in a while, here and there, a very rare and a very unhappy exception, are getting out regularly in the service work and are finding from actual experience that the joy of the Lord is theirs, and the happiest of all are those that get out regularly, rain or shine, and are always abounding in that work.

We do not make the weather. Rains are necessary and desirable, and if they sometimes come on a service day we should remember that there are some who are glad for the rains. The Lord sends His rain alike upon the just and upon the unjust, alike upon His own people and the people of the world. Other people have to go to work when it rains. The Lord's people have no reason to think of their work as one of less importance than that of the postman, the milkman, the grocer boy.

If the postman, the milkman, the grocer boy and many others whose work takes them from door to door in all weathers can dress for the work they do, and are not injured by it, the Lord's people can do as much. Raincoats are to be had; rubbers are to be had; umbrellas are to be had; warm underwear and hosiery and clothing are to be had; and in a pinch the service work itself may be made to provide these necessities if not otherwise obtainable.

So we urge that if you have set aside a day for the Lord's service, you let nothing turn you from your purpose. Go to bed the night before in good season, so that your body will be properly refreshed. Rise early, dress properly and get out in the work rain or shine, always abounding in the work of the Lord, and get out on time.

Most people get to work at eight o'clock, and there is no reason why one who is working for the Lord should choose a later hour. If people are at meals, the simple query, "Do you care if I talk to you while you eat?" will always result in a courteous response and often result in a sale. People are restless when taken away from the table in the middle of a meal. If the weather is unpleasant more people will be at home, and the places of business will be less crowded than on other days, so that rainy days are good days for canvassing; none better. But no one should go out expecting to work in rainy weather unless dressed for it. The Lord expects us to use our brains in this matter, as in every other.

The apostle was one of those who was always abounding in the work of the Lord. He says so in the same chapter, verse ten, that he did more work than all the rest of the apostles put together, or at least more than any one of them; he was blessed in doing it and he wished the Corinthians to whom he was writing to get his spirit in the matter and share with him the great blessings he was then receiving and the greater blessings of the future.

METHODS OF WORK

Reports we have received of the work during I. B. S. A. Week show the greatest distribution of literature that has ever been accomplished in one week in the United States. The letter of instructions to the directors gives a detailed report. A general survey of the work reports 9398 workers out in the service during I. B. S. A. Week. These workers placed in the hands of the people 18,254 *Harps,* 31,499 copies of *Deliverance,* 2460 sets of *Studies in the Scriptures* and other bound volumes, making a total of 67,-981 bound volumes. In addition there were placed 189,456 booklets. The sales of *Studies in the Scriptures* indicate to what extent the people are ready for the set of Volumes. As has been emphasized in past *Bulletins,* the *Studies in the Scriptures* provide a comprehensive work on all Biblical questions. They make a reference library that people who have read other publications of the Society can use to good advantage in their homes. Wherever there has been work with the volumes or booklet combination there develops a field for the set of *Studies in the Scriptures.* The following letter shows the success of placing the volumes in Hawaii:

> In the service week just closed I was able by the Lord's grace to place the following: 24 *Deliverance,* 23 *Harps,* 12 sets of 7 Volumes, 10 Volumes A, and 171 booklets.
>
> Hilo is isolated territory, and this trip here is the second one in two years. I have found several who are showing deep interest from the result of the first canvass, and I am hoping that a class can be formed the same as we have in Honolulu. One man, a Hawaiian, who had bought the set before, said that he had read the *Harp* ten times and is now going over the volumes for the second time.
>
> The workers are few here; but the truth is going forth all over the Hawaiian islands, which have largely been held in slavery to Papacy and Mormonism, and Buddhism among the Japanese.
>
> E. BURNHAM.—*Hilo, T. H.*

Follow up with Study Combination

We urge therefore that during the winter months the workers specialize with the canvass for the eight-volume combination. We have recommended in the letter of instructions to directors that they allow workers to canvass in territory that they have previously canvassed. The advantage in this is that workers know what they have placed in their territory and generally can remember where they placed the different combinations. At homes in which the *Harp* or *Deliverance* has been placed, workers can call back and be pretty sure of a welcome and invitation to come into the house. This will permit a great deal of winter canvassing without their having to stand on the doorstep or in the cold.

Radio Introduction

Especially is this so when you introduce yourself by the introduction which is used by the radio station in your territory. If the programs are introduced by "This is the Watchtower", or This is the I. B. S. A.", such an introduction will identify you or the work that you are doing. Experiences along this line are being related by all who are using this method, and they report success. The following is one of such letters:

> I opened my canvass by representing WORD Radio Station, and produced *Deliverance;* and she looked back and said, "O Pa, here's the book brought right to your door that you've been asking me to send for." Turning to me, she said, "He is so interested in that station and listens especially every Sunday morning." I quickly produced the *Harp,* ran over the table of contents, and said I would be glad to show the books to him. She invited me in, saying, "He's an old retired Presbyterian preacher"; and he spoke up and said, "Yes, I'm just past ninety-seven years; and you'll no doubt think it strange that I, being a preacher, would need these books. But I'm beginning to get my eyes open, and I enjoy the way the Bible Students stick to the Bible." He took the *Harp* and the *Deliverance,* and thanked me for bringing them.
>
> A young lady who was being entertained at a small afternoon "sociable" heard me introduce myself to her hostess as a WORD representative and canvass for *Deliverance;* and as I was being very graciously dismissed she called out, "Oh, wait a minute, Miss, I'm very much interested in those Bible Student lectures and was going to

send for that book. Will you go across the street with me for the money?"

SR. G. M. THOMAS

Many Waiting for Scripture Studies

The work with the *Studies in the Scriptures* has lagged during the summer months, due to the emphasis placed upon the booklet combinations. It was never the thought of the Society to push booklet combinations; but if workers can get a start in the service by using a smaller combination or a booklet combination, there is no objection to their doing so. Unfortunately this procedure led many who had canvassed with *Studies in the Scriptures* to give their time to booklets. We urge therefore that the work that has been done during the summer be realized upon by canvassing for *Studies in the Scriptures,* particularly in territory where there have been large sales of the booklet combinations. *Studies in the Scriptures* are sold at comparatively as small a cost for a book as the booklet combinations are for booklets. This is generally recognized by people when the seven volumes are offered to them. They quickly note that what the seven volumes cost is what they pay for one of the season's best sellers. The following letter is an encouraging one toward emphasizing the relative cost:

> Just a few lines to tell you of an experience which is the result of the message over the radio. While canvassing recently in Ramona, we called on a preacher who complained very much concerning the falling away of membership from his church, saying that the people prefer to stay at home and listen in to our lectures because these are just what they want. He said that we sell the books so cheap that people buy them and read them and learn more than going to his church, a message that appeals to them.
>
> BRO. AND SR. DESSERICH.—*Colporteurs.*

Our records indicate that in many classes there are still large supplies of *Studies in the Scriptures.* If these sets can be put into circulation they can be used during the winter months; for people are kept indoors and are wanting something to do. We trust that workers will see the advantage of getting *Studies in the Scriptures* into the hands of the people who have purchased other volumes, and that the necessity of this will be felt much as this was impressed upon the class which writes us as follows:

> We have had a large stock of books on hand for several years that have moved but very slowly, and most of the time we have had ten and twelve in our class here. But now we have dropped down to four, with only two workers.
>
> After coming home from the Toronto convention and making special plans for drive week we have sold out every book we had in stock, 180 being sold during drive week by the two of us. It has proved to us that the Lord can give us a special blessing when we put forth special effort when our numbers are small.
>
> LEVI PETERSON.—*Newark, N. Y.*

Growing Desire to Know

The manner in which the people have purchased the volumes during the summer and their interest in what the Bible Students are doing is a pretty good guarantee that these books and booklets have been read. That there are other homes that have first heard of the message of truth by radio is a further guarantee that your message will be better received than in the past. To all such homes the set of *Studies in the Scriptures* is the next thing to offer them. The people generally want as much reading matter as can be of use to them and supply them well. To take full advantage of such a condition in a home or an opportunity for the message is to offer them the eight-volume combination, a set of volumes that will permit them to answer their wide range of questions; for if the desire has been created for the books, they should be given the full line of publications.

The following letter emphasizes this point. The radio had introduced the message; and with the people in the home wanting the books it would seem a loss of opportunity not to acquaint them with all of the books and let them select what they desire. This is a better procedure than to bring them one or two books when they probably want all that they can get:

> One lady who ran the cream station said it was her earnest desire to understand the Bible, but thus far she had failed. She took $1.95 worth. Another lady said, "O Ma, here are those books Daddy wanted, and we have another chance to get them

now." They took them quickly from the sister. So you see they are even beginning to ask for them.

JOS. GREIG.—*Colporteur.*

Let Us Also Grow

There is likely a number in the class who will not attempt a canvass for the *Studies in the Scriptures.* Having started with the smaller combinations they have by now proved themselves quite proficient in canvassing for a fifty-cent or a dollar offer. A progressive step, then, would be to try something a little larger; and to this end we recommend a discussion of ways and means and methods of procedure in canvassing and placing sets of *Studies in the Scriptures.* The course taken by the class which writes us the following letter is one that we would recommend. Proceeding in the work with some well-defined plan of action will place more books than starting into the field without some definite line of procedure in mind:

> You will note that the friends put out four complete sets of seven volumes with *Deliverance* and lecture course. These were put out by the workers in one auto. At our *Bulletin* study on Sunday, June 19th, we tried especially to emphasize canvassing for the set of volumes first, and I know a number of the friends now practically always follow that procedure. I heartily agree that it does not spoil the sale of booklets but rather increases them.
>
> WM. W. WEAVER.—*Lancaster, Pa.*

The experience of those workers who have been canvassing for *Studies in the Scriptures* reports that the specializing with *Studies in the Scriptures* does not interfere with the sale of booklets. If the people do not want the *Studies in the Scriptures,* they will generally purchase some booklets; that is to say, people who will purchase booklets anyway will purchase them whether they have received a canvass for the bound volumes or whether they have just received a canvass for the set of *Studies in the Scriptures.* That is why we emphasize that the winter work should be with the set of *Studies in the Scriptures.*

A Fitting Sunday Offer

We believe that Sunday work will place a great number of sets of *Studies in the Scriptures* as it brings the books to the attention of the whole family. If the wife would hesitate to spend that amount for books, the husband would probably be more ready to supply the family with all the helps that are possible for him to obtain. Let Sunday canvassing offer sets of *Studies in the Scriptures;* and we are sure that your Sunday work will produce Sunday sales as was the experience of the colored class which writes us as follows:

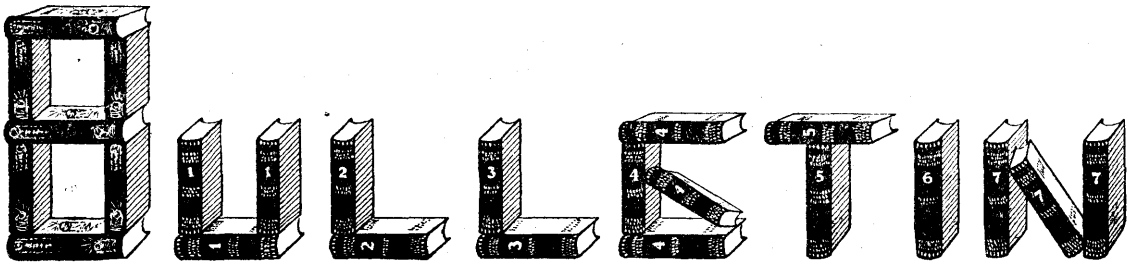
> Last Sunday was our first day under this arrangement and the results obtained were very encouraging to us. There were twenty-six workers out, selling 311 books. About five sets were included in that number. I think one of our experiences is worth mentioning: Three of our workers who were canvassing some people in front of a rural church were invited to come in. On learning that the services were about over, we accepted the invitation and requested one of the ushers to ask the pastor if we could present our books to the congregation. He did so; and the pastor in turn invited us forward and, introducing us by name to the congregation, asked us to select a spokesman to state our mission. A brief witness was given, the books were introduced, and as a result thirty-six books were placed in the hands of the people there, including the pastor. "The Lord looseth the prisoners." Let us rejoice!
>
> F. N. RICHARDSON.—*Washington, D. C. Colored Class.*

I. B. S. A. Week demonstrated the great extent of the demand for the *Studies in the Scriptures.* There were more homes in which the full set was placed than in any previous effort of canvassing. Offer the set by making it the particular point of the canvass. If you do not have the success that you anticipated, bring the matter to the attention of the class at the workers' meeting by comparing your experience with that of others. Probably you and they can evolve some plan that will place the sets in your territory.

With Christian greetings, we are

Your brethren in the service of our Lord,

Watch Tower Bible & Tract Society.



November 1, 1927

TAKE THE LORD AS YOUR PARTNER

At this time practically everybody in the truth is in the service work; and as service workers for the Lord they can well take a lesson from the note book of Nehemiah, who learned early in life to make the Lord his partner in all his enterprises on behalf of God and his people.

The book of Nehemiah opens with a prayer. Eight out of the eleven verses of the first chapter record Nehemiah's prayer for the blessing of God upon the work he had in mind to do for his king. The fourth verse of the second chapter makes reference to another prayer; the ninth chapter contains a prayer thirty-four verses long; and the concluding words of the last chapter are, "Remember me, O my God, for good."

Nehemiah was all for the Lord's business which, at that time, was the rebuilding of the wall of Jerusalem, stone by stone, in the face of his enemies, who were also the enemies of his God and of ours. His work was somewhat like ours. We also are rebuilding the wall of the true Christian faith, and we are doing it in the presence of enemies. The text, "Rule thou in the midst of thine enemies," has its application now. The Lord is doing the *ruling;* but we are doing the *work* of the kingdom, and delighted to have that joy and that honor.

Let us learn a lesson from Nehemiah, farsighted, industrious, fearless, skilful, successful. He was all of these because he was prayerful. He made the Lord his comrade, his friend, his manager, his tutor, his guide. The same Lord is still rich in mercies, able and willing to bestow them superabundantly upon all those who really wish them and will use them.

The happiest people in the service work are those who have learned to keep in constant contact with the Lord, before, during and after their canvassing work. Is it hard to find time to get out in the work? Tell the Lord about it, and ask him to show you how it can be accomplished.

Are you successful in the work? You lose not a second of time if after each sale, as you are on your way to the next call, you tell the Lord how thankful and happy you are to have left one more message behind you that tells of his kingdom. Are you unsuccessful? Remember that the Lord himself has said, "If any man lack wisdom, let him ask of God, that giveth to all men liberally, and upbraideth not; and it shall be given him."—James 1:5.

Follow Nehemiah's example. Start out with a prayer, be instant in prayer and thankfulness as you go along from door to door;

make it your business to see to it that you are backing up your prayers by the use of the best judgment and the greatest industry in your power; and then, at the close of another happy day, you can even follow Nehemiah's example again and go humbly into the presence of your God and say, "Remember me, O my God, concerning this, and wipe not out my good deeds that I have done for the house of my God. . . . Remember me, O my God, for good" (Nehemiah 13:14, 31); and that prayer will be answered to your everlasting joy of heart, the same as all the others.

METHODS OF WORK

The coming winter reminds us that even with all the handicaps, it is one of the most effective times of the year for work in the field, when people are probably better situated to read and listen to workers that call at their homes. We have, therefore, in our letter to directors outlined the procedure for work during the winter months. Directors have been asked to prepare territory for canvassing that will permit the workers during the winter months to reach people who are already acquainted with I. B. S. A. publications. Such homes are particularly those that have purchased booklets, those who have purchased the *Harp* and the *Deliverance* and homes in which there are radios. Workers calling at homes that are already sympathetic toward the truth are more certain of an invitation to come in and talk over the books.

A New Combination

We believe that a combination that would serve them for reference purposes would more nearly meet the requirement. Therefore we recommend that workers offer during the winter months the seven volumes of *Studies in the Scriptures, Deliverance* and "Judge Rutherford's latest book, *Creation*," at $3.00. *Creation* will be released to the public December 1, and is to retail at 45 cents. The book is illustrated with colored pictures representing a selection of pictures that hang in the national galleries of Europe. They represent paintings of different artists, many of which have not been reproduced in any publications that have been circulated in America. The cover and binding of the book are also done with a new process which will not be found in any other publication up to the present time. Therefore from the standpoint of book value alone, *Creation* represents additions that other publications do not have and at a much more reasonable rate. We merely mention the art feature and the binding as additional talking points to be mentioned in connection with the canvass.

Creation is to be offered in combination with other books; and since winter work does not generally permit the same number of homes to be called upon, the work is being planned with a view of placing substantial combinations of books in the hands of the people.

Limited Offer

For some time *Studies in the Scriptures* and *Deliverance* have been offered at $2.78 for the eight books. As a special offer during the next six months, or until June 1, *Creation* will be added to this eight-volume combination, and will be offered to the people at $3.00. Canvassing for the nine-volume combination for $3.00 is the principal feature of winter work. In the event you are unable to place the nine volumes, then we recommend that you offer *Deliverance* and *Creation* at 78 cents. In homes that have not purchased *The Harp of God* we recommend that you offer *Deliverance* and *The Harp* and *Creation* at $1.18.

The records that have been kept will indicate what has been sold in the homes that you call upon; and if booklet combinations only have been sold then the nine-volume offer is the logical offer, dropping to the three-volume combination at $1.18 or the two-volume combination at 78 cents.

A Gift Suggestion

December finds many people busy and anxious for suggestions for Christmas gifts. Workers should emphasize that they are making the first offer of "Judge Rutherford's latest book, *Creation*," that they can call on only a limited number of homes before Christmas, and that consequently people that use *Creation* as Christmas remembrances can be pretty well assured that *Creation* will not be used by others as a gift to their friends. Again, the nine-volume combination should be offered as an excellent Christmas gift, especially since it is accompanied by the Society's latest publication, *Creation*. In homes that have the eight volumes, *Creation* can be offered at 45 cents.

Winter work has its peculiarities and its obstacles. We hope that the plans will get workers into the homes and will have the hearty cooperation of the workers so that the winter work of 1927-1928 will see an increase like the past year's work has been over previous year's activities.

Creation is being forwarded to each class on consignment. A prerun consignment contains the first copies printed and forwarded to the friends so that they can have them well in advance of the public. We trust that you will be able to make good use of your advance copy and become acquainted with the contents of the book, so that you can present its main features to the people upon whom you call.

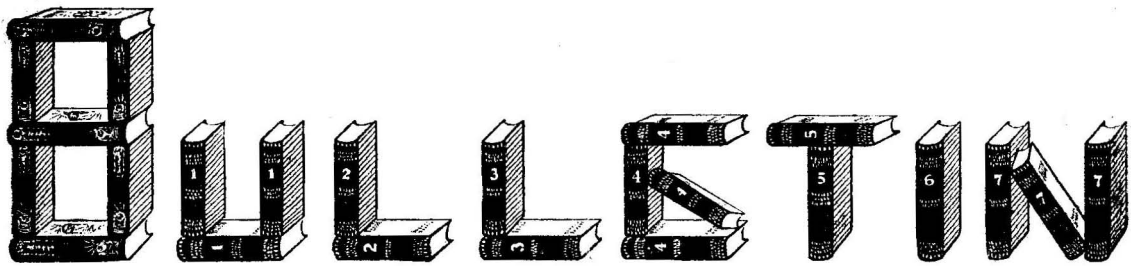
Emphasize New Book

We believe that one of the best talking points is that *Creation* is "Judge Rutherford's latest book", released for circulation, December 1. People are anxious to be up to date and anything that is new appeals to them. Therefore, in undertaking the work with *Creation*, we trust that workers will adopt in some way the suggestion contained in this *Bulletin* of emphasizing the advantage to homes of a comprehensive work covering all Bible questions; a work which includes "Judge Rutherford's latest book, *Creation*". Endeavor to point out the advantages of getting the eight volumes and the new book at the reduced rate, and that this is made possible because of the reduced rate at which *Creation* is offered to the people when it is sold in combination with the other books. Workers can be assured that by offering eight volumes they will never hinder or defeat the sale of a smaller cambination, and should also recognize that by offering merely a small combination, many homes are missed that would purchase the larger combination if they knew about it. Present all publications and let the people decide what is in their means to purchase. The result will be a great increase in the sale of the nine-volume combinations.

Trusting that the coming winter work will effect the wide distribution of the nine-volume combination that the field is really prepared for, and assuring you of our interest in the efforts you are putting forth to realize the full advantage of the work already done, we are

With Christian greetings, your brethren in the service of the King of kings,

Watch Tower Bible & Tract Society.



DECEMBER 1, 1927

MAKING USE OF THE GRACE OF GOD

"By the grace of God I am what I am: and his grace which was bestowed upon me was not in vain; but I labored more abundantly than they all: yet not I, but the grace of God which was with me."—1 Corinthians 15: 10.

THE same thought in other words appears in the *Twentieth Century New Testament,* where the meaning is clearer: "It is through the love of God that I am what I am, and the love that he showed me has not been wasted. No, I have toiled harder than any of them, and yet it was not I, but the love of God working with me."

In past centuries theologians have written learned volumes discussing such themes as "Once in grace, always in grace," "Falling from grace," etc., all to little or no purpose. In the above text the apostle shows what the grace of God is and how it is to be used.

The grace of God is the love of God, not, in this instance, our love for God, but His love for us. True, God loves all men. "God so loved the world," but that is not the love of which the apostle here speaks.

This love is the love of a father for a dutiful son. It is His love for those who are justified, and who, in all honesty and sincerity, have pledged themselves to be faithful to Him even unto death.

It is no wonder that the Father loves such. It would be a wonder if He did not. There is a nobility, a beauty, in self-effacement, self-abnegation, self-immolation in the interests of the King of kings, that stirs every noble heart.

When we see brethren honestly, faithfully and with greatest zeal and industry, carrying out their covenant, making the most of their opportunities, we cannot help but love them; and it is so with our God. He loves them, too.

Looking down upon all the apostles God saw that Paul was most industrious of them all. Under the circumstances He loved Paul; and if He loved him more than any of the rest of the apostles, it was all right. It was just that He should do so.

This love of God for Paul was not wasted. He made use of it. God was his companion in his every move; and the reason why he was able to bear such a load, and bear it with sunshine on his face and joy in his heart, is that he knew that God loved him.

God's grace, His love, is ours to use. If we use it, joy unutterable is our portion. If we do not use it, we may even lose it altogether; for He will not force it upon us when we prefer some other way. But what a joy it is to have it, to keep it, and to know that it is ours for evermore if we use it to the best of our several ability.

INSTRUCTIONS TO DIRECTORS

DEAR BRETHREN:

The work in the field showed a great increase during the past year. The activity of the workers is mainly responsible for this. The work that has been accomplished by the workers in past years is bound to show some results; for the continual presentation of our message of truth does in time overcome the prejudices and twisted viewpoints of the people. Workers in the field today note the great difference in the reception they have as compared with the attitude that they had to meet years ago. The workers have overcome the prejudice. They have gone to the people directly, and have not depended upon some outside agency such as newspapers, magazines, public meetings, or other means of getting their story to the people. Each person that has been impressed has evidently told others what he had learned of the message and work of the I. B. S. A.

"Arise! Shine!"

The year 1927, then, should have been a fine year, and 1928 should be correspondingly a greater year. But to the extent to which the territory is properly canvassed there will be a greater witness during 1928, and again the responsibility is upon the workers. The witness depends upon the same number of workers giving the same amount of time or more, if possible, to the work and more of the brethren really interested in the truth becoming actively engaged in the work. As we note the activity according to months of the year there seems to be an opportunity for a large increase in the number of friends who can engage in the service. I. B. S. A. Week was the high point. During that week there were 9398 workers in the field as compared with a weekly average of 2406 workers throughout the remainder of the year. We believe that many who were in the work during I. B. S. A. Week will render more service during the coming year. Consequently 1928 will be a great year in the work of the I. B. S. A.

The Pilgrim Department reports that there are 1575 classes that request pilgrim visits. Of these classes 1375 are organized for service, 866 hold regular class organization methods, and 509 are organized as sharpshooters. The majority of the classes are working their territory regularly, and consequently the witness is being given there in a thorough manner. During 1927 the Society shipped to classes in the United States 374,944 cloth-bound volumes. Reports that have been received from the classes account for distribution into the hands of the public of approximately 352,959 of the books shipped. The difference indicates to what extent reports are missing. Our class accounts, however, indicate that classes as a whole do not hold over 20,000 volumes in stock. In this department, that is, the department of reporting, there is much to be improved upon. We feel sure that the work of the I. B. S. A. would show up greater if reports were made regularly.

Comparison Book and Booklet Sales

The sale of the books are distributed as follows:

Sets of eight volumes	8,213
Sets of seven volumes	7,080
Copies of *Deliverance*	237,695
Total sales	252,951
Booklets sold	1,098,001

A comparison of the report of 1927 with that of 1926 indicates that sales were made to 83,561 more homes during 1927 than 1926 and an increase in the number of books sold of 38,517. The difference in the sale of books as compared with the number of homes at which sales were made is accounted for in the decrease of sales of *Studies in the Scriptures* during 1927. During the early part of the year the impression somehow got about that booklet combinations were to be pushed rather than combinations of books. This impression was circulated during the period that the Society was moving the factory; and it was some time before a *Bulletin* could be issued to review the campaign for 1927 as outlined in the instructions sent out during the winter months. We cannot help but feel that our report of the distribution of bound books would have been much greater if this impression of the sale of booklets had not gotten about. This experience should serve to emphasize to the workers the need of following instructions sent out from head-

quarters and to make no change in selling methods or campaign methods until such instructions are received from the head office. I. B. S. A. Week is an indication of what might have been accomplished.

When we write about sales that are made, we wish to be thought of in terms of books, either sales of *Studies in the Scriptures* or of single bound volumes. Consequently, when we say that the average sale of a worker amounts to 2.02, we mean that the total number of workers in the field generally make a little over two sales of bound-book combinations per worker per week. This appears as a fair average when we consider that most workers can give only half a day a week to the work. The average sale per worker during 1927 amounted to 2.02. The average sale per worker during I. B. S. A. Week amounted to 3.45. The explanation for this is that prior to I. B. S. A. Week many of the workers were specializing with booklet combinations, whereas during I. B. S. A. Week, because of specific instructions to canvass for *Studies in the Scriptures* and book combinations the sales per worker amounted to 3.45. We feel that the average of 3.45 would have been maintained throughout the year had there not been this interference with booklet combinations. Booklets are to be sold, but mainly where it has been impossible to place bound volumes.

The Colporteur Work

During the past year there has been an average of 398 regular colporteurs in the service each week, and 397 auxiliary colporteurs, or a total of 795 colporteurs as compared with 721 colporteurs in the service during 1926. The Society shipped the colporteurs 364,762 bound volumes and 470,981 booklets. Reports from colporteurs cover the actual sale of 263,911 volumes. The sales are divided as follows:

Sets of eight volumes	11,839
Sets of seven volumes	4,866
Copies of *Deliverance*	135,137
Total sales	151,842

A comparison between the distribution of the 795 colporteurs and the work done by the workers indicates that there were shipped about 10,000 less books to colporteurs than to workers. In the sale of *Studies in the Scriptures* colporteurs lead. They have disposed of 16,705, as compared with the class sales of 15,293. In the sale of single volumes the classes lead, the classes having sold 237,695 and the colporteurs 135,137 copies of *Deliverance*. Comparing the total sales in the field with those of 1926, there is a decrease in the sale of *Studies in the Scriptures* amounting to 15,133 sets. The total sale of sets of *Studies* during 1926 amounted to 47,131, and the total sales of *Studies* during 1927 amounted to 31,998. The sale of *Deliverance* shows an increase of 84,388. The total sale of books during 1926 amounted to 288,444. The total sale during 1927 amounted to 372,832. The total sale of booklets during 1927 was 1,568,932 as compared with a total sale during 1926 of 1,125,549, thus showing an increase of 443,433 over the sale of 1926. The reports as above listed are of the literature actually distributed to the people by the field force.

The reports we have received indicate that during 1927 workers and colporteurs called upon 8,136,000 homes as compared with 7,091,900 homes during 1926. Sales were made in 953,241 of the homes called upon as compared with 817,214 in 1926. This means that nearly 1,000,000 homes in the United States were reached with bound volumes and booklets during the past year.

Books Placed in Million Homes

The report of the year's work serves two purposes: It indicates what has been done, and in a way it points out what it is yet possible to do. For instance, the last figure indicates that it is quite possible that over a million homes can be reached with the publications of the Society. True, there have been many million homes reached with free literature. Free literature cannot be said to have gotten into the homes of the people in the same sense that bound volumes have gotten into their homes. The report of the year's work by the classes will soon reach us in regular form; and we can then ascertain to what extent quotas have been reached, the advance information that we have indicating that in most instances the quota the class set has been exceeded.

When beginning the year it is good for a class to set a quota of literature they estimate they will distribute, especially when the quota is constructed by the individual quotas the members will set for themselves. Those

who set individual quotas should keep in mind that 1928 will effect a wider distribution of books especially because of the two-volume combination of *Deliverance* and *Creation* to retail at 78 cents, and the three-volume combination of the *Harp, Deliverance* and *Creation* to sell at $1.18. Then, too, concentrating on the sale of *Studies in the Scriptures* during the winter months should quite widely increase the distribution of books. Because of the drop in the sales of *Studies in the Scriptures* during 1927 there was actually a decrease in the number of bound books circulated as compared with 1926. The great number of *Studies in the Scriptures* sold in 1926 brought the grand total of bound books to 639,736 as compared with 616,870 sold during 1927. There were more homes reached in 1927; there were more workers and colporteurs in the service during 1927; but there were actually fewer bound volumes sold during 1927 than during 1926. Every department of reporting, aside from the bound books distributed, shows an overwhelming increase over the work during 1926.

Notably Active

The following list names the classes that are the first thirty in activity during 1927. The basis for this grouping is: First, the number of class members and the proportion of class members who are workers; second, the sales per class member. We have already outlined how the sales per worker are arrived at. For the first thirty classes the sales are figured on the basis of the number of class members. We have taken the total sales made by the class during the past fiscal year, that is, from October to October, and averaged the sales with the number of class members, not the number of workers. It can be seen that with this wide consideration there are three classes whose average of sales exceed the general average of the sales per worker during 1927. Since in this grouping there is a number of classes that are tied for a position, the list considers the first thirty positions rather than the first thirty classes:

1	British Guiana, S. A.	2.89
2	Bayonne, N. J.	2.59
3	Easton, Pa.	2.45
4	Vanceboro, N. C.	1.80
5	Ashtabula, O.	1.70
6	Abilene, Kans.	1.54
7	Bristol, Tenn.	1.41
8	New Brunswick, N. J.	1.32
9	Johnstown, N. Y.	1.23
10	Miami, Fla.	1.22
11	Muncie, Ind.	1.16
12	Paterson, N. J.	1.13
13	Fresno, Calif.	1.10
14	Cambridge Springs, Pa.	1.08
15	Morgantown, W. Va.	1.05
16	Atoka, Okla.	1.03
17	Butler, Pa.	.99
18	Philadelphia, Pa. (Colored)	.98
19	Topeka, Kans.	.96
20	Schenectady, N. Y.	.93
21	Duluth, Minn.	.91
22	Memphis, Tenn.	.90
23	Detroit, Mich. (White)	.88
	Springfield, Mo.	.88
	South Norwalk, Conn.	.88
24	Fargo, N. Dak.	.86
25	Bethel Family	.85
26	Youngstown, O.	.83
	St. Paul, Minn.	.83
	Indianapolis, Ind.	.83
	Mansfield, O.	.83
27	Allentown, Pa.	.81
28	Waterbury, Conn.	.80
	New London, Conn.	.80
29	Passaic, N. J.	.77
30	New York, N. Y. (White)	.76

We trust that in considering this report of the field activities during 1927 workers will find that it contains a number of things to be improved upon: First, strict adherence to the instructions that outline the campaign as issued by this office; second, the necessity of reporting regularly to the director and to the Society; third, the need for regularity in field work; and fourth, the need for quotas, both class quotas and individual quotas. The field for activity will be better prepared because it has been marked with such things as set forth above that need improvement. We trust that 1928 will be a great year of witnessing for the truth and a bountiful year in blessing for those who are serving the interests of the kingdom.

With Christian greetings, we are
Your brethren in the Lord's service,
Watch Tower Bible & Tract Society

P. S. To Directors. Arrange to drop all totals on the report cards January 1, 1928, and begin anew.